

Step 1: HIRE your buyer's agent

Why Hire a Buyer's Agent?

1. Buyer's agent job is to protect your best interests
2. Buyer's agent's suggest opportunities sellers wouldn't otherwise share.
3. Convention is to for seller to pay your agent. Same commissions are paid out regardless if you use agent or not.

Interview agents and pick one you're most comfortable with. Friends who are agents are expected to *still be* interviewed.

1. If you are not comfortable immediately strike off list.
2. If you feel hiring a particular agent is doing somebody else a favor re-evaluate your decision.
3. Does agent ask you questions / listen?
4. Do you feel like they are a caring person who takes your concerns seriously?
5. Do they create a client profile (your goals, your search criteria, desired home features, etc?)

Step 2: Get organized

1. Subscribe to home search / inventory reports
 - Daily emails with new inventory meeting your IDEAL criteria.
 - Log-in / system to keep track of homes you're interested in.
2. Get funds ready
 - Apply / shop for home loans if not using cash.
 - If using cash get funds into liquid dollars or easily converted to liquid dollars in a few days.

Step 2: Explore

1. Drive around Cities & Communities
 - Make note of homes and builders you see.
 - NEVER VISIT builders or open houses w/o your agent!
 - Drive by homes you've seen online and pre-screen them
2. Schools: visit schools unannounced and ask for tours.
3. Shopping & Amenities: Make note of house close communities are to shopping centers, hospitals, parks, gyms, etc.
4. Make note of commute times to frequently visited locations, work, family, friends.

Step 3: Preview homes with agent and refine search

1. Narrow your search down to 3 to 5 IDEAL homes you want to see.
 - Drive by these homes in person to pre-screen them if you haven't already.
2. Work with agent to narrow or broaden your search criteria until you have a manageable list.
3. Preview with agent.

Step 4: Offer on homes

1. Prioritize homes in order of favorite to least favorite.
2. Make offers based on feasible backup homes and pricing you see with other homes you preview.